

**Holiday
Greetings**

DECEMBER
1978

CRAFT MODEL HOBBY

INDUSTRY

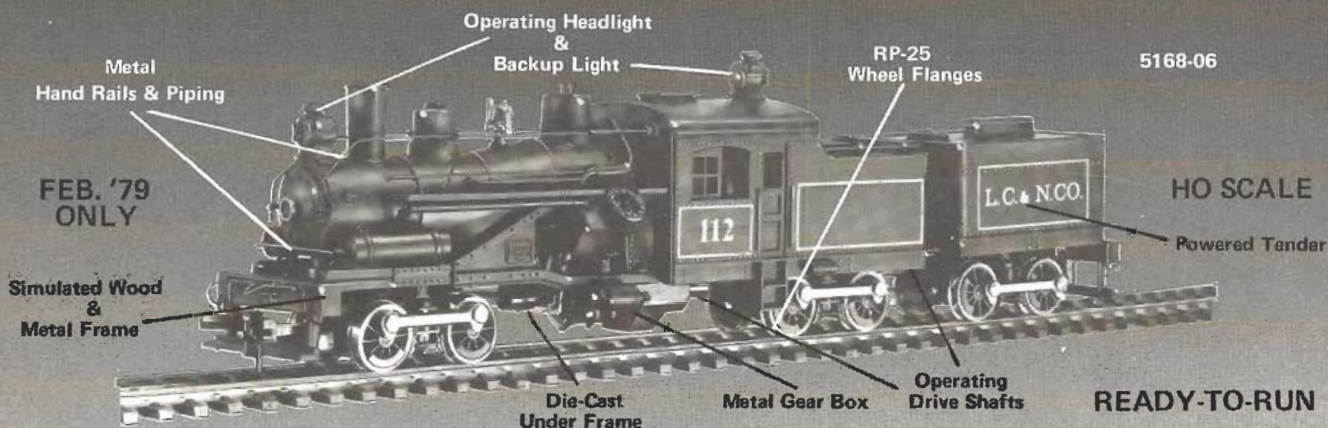
- Transfers Made Easy
- New Miniatures Line Introduced
- International Bulletin

- Model Car Racing
- Reaping Wargame Profits
- New Power System For Model Railroading



Advance HIA Show Exhibitor Listing

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Command Study

By Rick Mataka, Special Projects Editor



THE buying season is almost upon retailers, and it is again time to take inventory and see what has sold well. If you carry a wide variety of figures and wargames, taking inventory and determining your best sellers may not be easy. However, this work effort will prove valuable so as not to make the same mistake two years in a row. The purpose of this column is to give you an honest look at the latest releases in Boardgaming, Wargaming and Military Miniatures.

It is the opinion of some that everything is excellent and should be put into your store. They show only a few company's products and rave about them all. Our feeling, on the other hand, is that not everything is great and to show as many company's products as possible, space permitting. This provides you with a wider variety of products to choose from. Regarding the quality, all you have to do is read the areas under the photos or just look at them.

Almost everything presented in this section is photographed by me. Whether it is a Boardgame, Rule Book or Miniature, the company sends it to me for my opinion. I receive the miniatures in kit form and must assemble them. The boardgames, rule books and books, must be read through to determine who they're geared at. I have been writing in this hobby for over four years and have a very deep understanding of it.

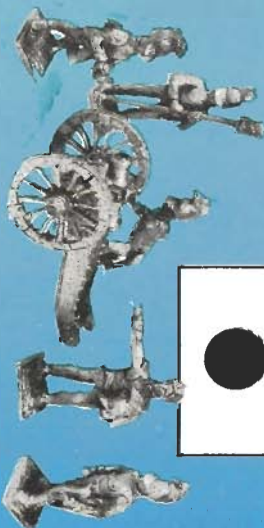
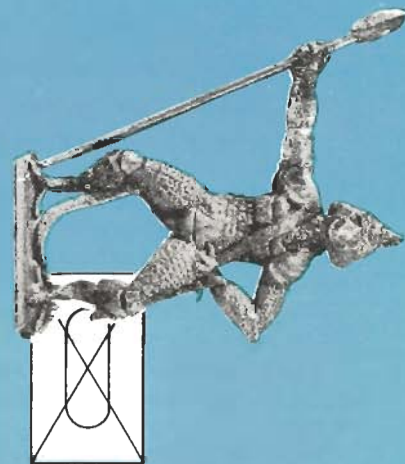
As for the miniatures, all you really have to do is inspect the photographs closely and you'll immediately see the quality of the products. Many of the companies make the same type ranges that

are equally compatible in size but not in quality. On the other hand, the beauty of a casting is in the eyes of the buyer. Not everyone always agrees as to which company's range is the best. This is why it takes awhile to see what moves in your area.

In the sections covering boardgames, rule books and books, you must do some reading to determine the quality of the product. It is in the written area where I inform you as to the type game it is, who it's good for and how difficult it is to learn. All you have to do is read this area and you'll be prepared to answer customers' questions.

This is also true for the editorial area every month. I try to give you some background information about this hobby. I feel that if you have a deeper understanding of this hobby many new ideas could open up to you. You can talk to your customers with knowledge and answer their questions with ease. You may come up with new merchandising ideas that are good for your area. Most importantly, you will gain confidence in the products you are selling because you understand them better.

If you are pleased with all we're trying to do for you, there is something you can do for us. When you write or order from products seen in this section, please tell the manufacturers that you saw them in CM&H. This will help us, as it will show the manufacturers that the readers of this section are intelligent and appreciate the products that are being shown. In return, you can cause this section to grow and be involved with the growth of the Wargaming, Boardgaming and Military Miniature hobby. ■



WARGAMING · BOARDGAMING & MILITARY MINIATURES

The Guns Of July

By **Thomas N. Shaw**, Executive Vice President, The Avalon Hill Game Company

TIME Magazine reported the event in their July 31, 1978 issue; "when the guns finally fell silent in Ann Arbor, the battlefields were littered with cigarette butts, empty coke bottles and hot dog wrappers."

Were they talking about a rock concert? A political demonstration, perhaps?

Reporting further, the article read: "the victors trooped home bearing 69 engraved plaques and 225 runners-up certificates."

Now you've guessed it—a wargame convention, right? Right!

A full-page TIME feature titled "American Scene" reported on this fast growing phenomenon, or sub-culture, as it might be called. But it's a sub-culture barely four years old. This attention was focused on the fourth annual wargame convention, which is national in scope. Barely four years earlier, no such conventions existed until The Avalon Hill Game Company created the first, suitably named ORIGINS I. The first convention, boasting but five award winners and 2,000 attendees, was an off-the-wall attempt to get as many wargame aficionados together as possible. The site was Baltimore, Maryland, which also happened to be the birthplace of wargaming; ergo, the name ORIGINS.

The point of all this is to say that wargaming—simulation gaming—or adventure gaming—has come a long way in just a short time. And it's time to acknowledge the reasons for this burgeoning interest.

The hobby industry is one reason—here is where the interest really took off. The hard-core made themselves vocal, especially after the close of Viet Nam hostilities. They badgered the hobby retailer until he simply had to acknowledge its existence, not with lip service, but with stock. After this initial hurdle, the retailer realized the repeat-sales potential and continued to see his repeat customer business turn simulation games into a staple.

you might see more new products than you would expect. Certainly, the novice shop owner will be unprepared for what all wargame publishers are promising to unveil—and here we get into the meat of this article.

The time has come when the retailer has to be discerning in the selection of his wargame products. Fair warning! There will be a lot of junk on display this year.

Having been involved in this industry almost since the first salvo, I can attest to its phenomenal growth. And like any industry that's suddenly become "hot," the inevitable knock-off artists abound.

There will be no dearth of new products, I assure you. And while this competition breeds an upgrading of quality, be not fooled by look-alike merchandise hoping to ride along on the coat-tails of the established manufacturers. And if this sounds like fluff to down competition, in essence, it is our plea for you to see everything that's available before choosing. Even if it means delaying that order!

Our industry does have its imitators. I want to caution hobby retailers that new products no longer sell automatically just because they are new, and they are wargames. Yes—this was very true up until 1977.

But last year, we observed a great change in consumer buying habits. They were picking and choosing. And they were asking detailed questions, most of which many retailers couldn't answer. That's how advanced the state of the art had become.

Speaking not only for Avalon Hill, but for the established manufacturers, we will have personnel at our booth that can answer all the questions, as will the other established wargame exhibitors.

Collectively, we can offer much in the way of assistance . . . from explaining what should sell better than others, and in what quantities, to proven methods by which a retailer can introduce new people into the art of simulation and adventure gaming.

For this alone you should plan to be there in St. Louis, in person. Our advice and suggestions can save you the cost of the trip many times over. ■

Okay, so what else is new?

That, you'll see at the Hobby Show in St. Louis. In fact,

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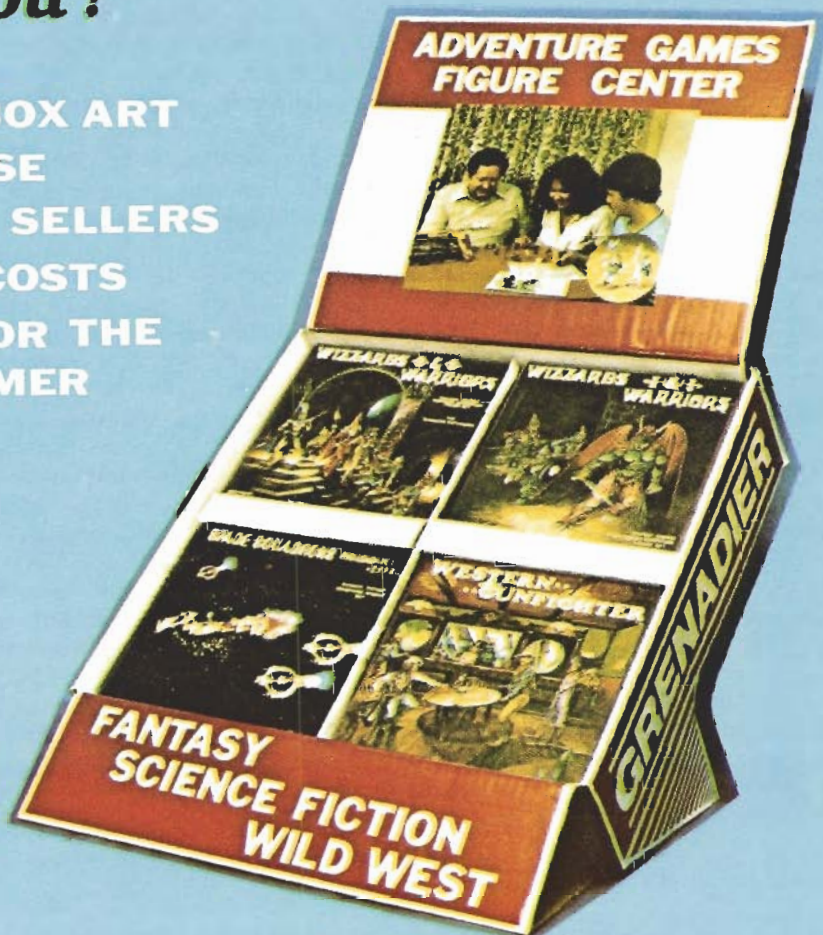
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New Merchandiser From Grenadier

EVERY organization, whatever its nature, will at some point in its history undergo basic changes in its concepts and goals. The continuing success of an organization is directly related to its ability to perceive these changes and act positively upon them. Grenadier Models Inc. has been undergoing a change—and the first result of this change is now reaching the marketplace in the form of a mass market merchandiser. With the Adventure Games Figure Center, it appears that Grenadier has not set out to build a better mousetrap, they have set out to build a Pied Piper.

The circumstances that brought about Grenadier's Adventure Games Figure Center were unique. In the Fall of 1977, it became obvious to Grenadier that a change would be necessary in the coming year. The problem was to take an award winning product that has demonstrated an overwhelming sales strength vis-a-vis its competition in a specialized market, and bring this product to the general marketplace. The obvious answer would be to select a conglomeration of the existing blister packs and place these on a wire rack.

However, a rack or similar structure does not really address itself to the basic problems of high initial cost, limited floor space, and inventory control faced by the wholesaler and retailer.

After further studies along similar lines, Grenadier became convinced that to achieve a system to meet all the requirements for miniatures it would have to create one.

What Grenadier created was a compact, self-shipping merchandiser that folds out to a colorful counter top or shelf display. Prominent on the merchandiser, which is otherwise red and white, is a full color photograph of a "typical family at play" to enhance the broader market image that figure gaming is now attaining. Each merchandiser contains an assortment of four boxes, each three deep, for a total of twelve boxes each individually shrink wrapped. By virtue of its size—17 inches square by 20 inches high—it fulfills the limited space requirement; with only four numbers it virtually eliminates the inventory problem; and with a \$120.00 retail value it is, incredibly, 65% to 85% less than the initial cost of competitive systems.

If the merchandiser was designed with an eye towards the merchant, the boxes were designed with an eye toward the retail customer. Each box was specially designed with full color original artwork on the lid. A specially designed foam insert is included to protect the figures thus acting as the ideal storage and travel box. Best of all, each box contains all the essential



Grenadier's new merchandiser.

figures needed to play an adventure game.

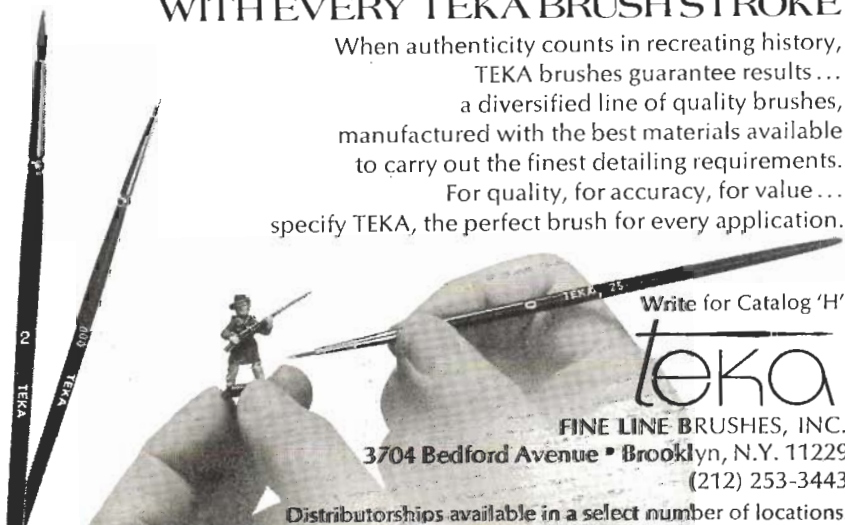
Two of the four box assortment are devoted to fantasy subject matter—*The Dungeon Explorers Party* and *The Dungeon Monsters and Creatures* based on Grenadier's own *Wizards & Warriors* line. The twenty figures that comprise each box were designed with the consultation of the dean of fantasy role playing games, TSR's Gary Gygax, co-author of *Dungeons & Dragons* and other popular role playing games.

for the science fiction buff—and suddenly one of the hottest markets today. This box contains an entire miniature starfleet. The fourth box is *Western Gunfighters*, a selection of cowboy figures for those of us who prefer the more traditional setting of the wild west.

Grenadier is under no illusion regarding similar marketing packages which have been in existence for a long time. However, Grenadier is well aware that the application of this type of merchandising in the adventure/miniature figure industry is not only imaginative but revolutionary. It is the first true attempt by any figure manufacturer to reach out beyond the realm of the specialized shop to the mass market. ■

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Reaping Wargame Profits

By **Lou Zocchi**, Zocchi Distributors



HOBBYSHOP sales are killing our direct mail business and we couldn't be more pleased. When we started selling wargames by mail in 1970, very few hobby shops stocked them. Because our hobby was smaller in those days, there was a lot less money being spent on it. The only games available came from Avalon Hill and, to a much smaller degree, a few titles trickled out of S.P.I. It was exceedingly difficult for an independent wargame designer to find markets for his privately produced game. The most successful privately produced game from that era is one of today's best sellers. It is called *Dungeons & Dragons*!

When *Dungeons & Dragons*, from TSR Hobbies, appeared in 1973, I could not understand why anyone would want to play fantasy games when WWII was so much more interesting. I offered *Dungeons & Dragons* along with the other privately produced games simply because it was independently produced and therefore part of the genre in which I was already dealing. As years passed, more hobby shops became aware of their role in the wargaming hobby and began to stock the major and privately produced games.

Although private games are selling faster than ever, many hobbyshop owners are afraid to try them because they do not come in fancy shrink wrapped boxes with full four color wrappers. Many shop owners feel that they cannot cope with the complications of speaking knowledgeably about a wargame they don't understand. Where is it written that a hobby shop owner must be the absolute ultimate authority on everything sold in his shop?

While it's admittedly easier to sell things you can speak about, how many veteran shop owners are forgetting their earlier days when most of the things they sold were very unfamiliar. Information they picked up from one customer was relayed to another until the customer assumed that the shop owner was an authority on the subject.

Shop owners do not have to be wargame authorities on how paints are blended before they can sell a bottle of paint. I sell more privately produced games than anyone else in the U.S. I rarely play them because new titles come in at the rate of two or three per week! If I spent all my time playing other people's games so that I could speak authoritatively on them, I wouldn't have any time left to fill orders. My bread and butter comes from selling unusual and privately produced titles. If I can admit that they come out too fast for me to play each of them, why can't the hobby shop owner make the same admission? Anyone who expects us to know all there is to know about every new game or hobby innovation just created is an idiot!

Just as one brand of model aircraft engines will outsell another brand, so various wargame titles seem to sell faster than others. Shop owners trying to capture their rightful share of the wargame sales, would do well to let their supplier make the choice of initial stock—particularly when the owner doesn't know what he's getting himself into. Because we guarantee everything we offer will be sold within 180 days or you return it at our expense, we'd prefer to make the selections because all the mistakes we make are coming full

circle back to bite us in our pocketbook. Our full refund guarantee policy assures that it is in our own best interest to send out only the fastest selling items to new accounts. We've been supplying games on a guaranteed sales basis since 1972. If they weren't selling we would have been forced to drop the policy and close up a long time ago.

We sold \$2,000 worth of games during our first year and \$4,000 worth in our second year. In 1974 we mailed out 1,000 four-page flyers and sold \$8,000 worth of games. In 1975 we mailed off 10,000 sixteen page catalogues and sold \$40,000 worth of games while filling 1300 direct mail orders. In 1976 we sent out 40,000 sixteen-page catalogues, 25,000 of which were distributed through *Strategy & Tactics* magazine. We sold \$82,000 worth of games but filled only 3,000 private orders.

Despite the fact that we were taking in more money from direct mail than ever before, our response rate per advertising catalogue mailed fell from 13% in 1975 to 7.5% in 1976. At the end of 1976 we analyzed our revenue flow and discovered that \$7 out of every \$8 taken in came from filling hobbyshop orders.

We currently supply 275 hobby shops and 26 distributors. As the number of commercial accounts increases, our direct mail sales fall off. In cities where we have active hobbyshop accounts, we receive very few direct mail orders. It appears to us, that customers prefer to drive to the local hobbyshop to examine the latest game selections instead of mailing orders off to us, paying an extra dollar mailing fee and waiting a week or ten days for the item to arrive. Of the \$182,000 worth of private games sold in 1977, only 3% of the money came from servicing direct mail customers.

Doesn't this indicate that our direct mail efforts failed to compete with alert hobbyshop owners? A customer who wants an unusual title generally checks his closest hobby shop first. If he doesn't find it, he goes to the next closest shop and the one after that, etc. until satisfied that no one has it. Because most Americans are impatient people, they'll resort to mailing *only after* checking the local shops first. The games you don't have in stock are the only ones we're selling by mail.

Generally speaking, new games sell better than old games. Because so many new games appear each month, I've had to resort to sending out a monthly bulletin to my current hobbyshop accounts so that they can pass the word on to their customers. I can't think of anyone in this industry who gets more new games per year than I do. When our dealers bulletin is shown to your gamers, they tell you what they want you to get for them so you don't have to order blindly.

Selling wargames does not guarantee instant overnight success. One client returned goods after only 14 days and a second impatient owner waited only six days! If your shop is so small that all your customers can stop by within six to 14 days, you don't have enough of them to stay in business. Profits from wargame sales rarely off-set purchasing blun-

(CONTINUED ON FOLLOWING PAGE)

ders in other areas. Although there are 12 to 15 shops in the U. S. which sell nothing but wargames, generally speaking, the hobby is not large enough to support such specialization in most cities.

In 1968 I asked Doug Dobbison, owner of the *Hobbyville* shop in Biloxi, Mississippi's Edgewater shopping center, to stock the new *Battle of Britain* wargame I had designed for Renwal. It sold so well for him that when I returned in 1970 and asked him to stock the *Luftwaffe Game* I had designed for Avalon Hill, he was anxious to do so. He sold so many that he decided to stock the entire Avalon Hill wargame line. In 1973 I asked him to stock the S.P.I. wargame line as well as other privately produced titles. *Hobbyville* was not selling wargames before I talked to Mr. Dobbison but today 25% of their revenue comes from selling wargames.

I spend six to eight months of each year, driving all over the U.S. to attend various wargame conventions. While on the road, I try to open new accounts. Shop owners who don't already sell wargames tell me "We never have any call for wargames here, so there is no reason for us to try selling them." If it's obvious to the customer that you don't sell what he wants to buy, why should he ask you if you have wargames? You wouldn't go to the local mortuary and ask them for a loaf of rye bread because they apparently don't sell rye bread. If your shop has an in-depth stock of trains, do people ask you if you sell trains—or do they ask for a specific type of train? When you obviously stock trains, they're going to ask about the particular train they want. The same holds true for selling wargames. If you have none on the premises, chances are no one is going to ask because doing so makes them feel as silly as you would

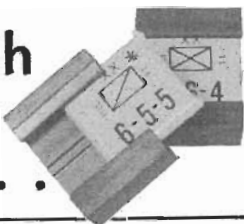
feel if you went to the local beauty shop and inquired if they could balance the tires on your car.

Generally speaking, one does not expect to buy games in a restaurant. A friend who lives nearby sold \$75,000 worth of games in restaurants last year. It's a simple little time passer which patrons play while waiting for their food to be prepared. There is one game on each table which customers are free to toy with as they wait. Packaged versions of the same game are on display at the cash register so customers can buy them when they pay for their meal. If the restaurant owner didn't have those little games at the cash register, he wouldn't sell any. If he refused to stock them until someone asked for them, he'd miss a great many sales. Is it possible to sell wargames without having any in stock?

Please don't confuse the selling of wargames with the selling of general family type games like Monopoly. Unsold copies of *Candyland* on your shelf after December 26th, will probably remain there until next Christmas season. Wargames sell all year round, just as model trains sell all year round. Both sell better at Christmas time, but so does everything else. The difference between wargames and general family type games is, at Christmas everybody and his brother jumps on the bandwagon to sell general family games. They make things worse because they discount them below suggested retail in an effort to dump them as quickly as possible. Most discounters have not yet discovered wargames and they don't care that it is a serious hobby. This leaves hobbyshops with a clear, unchallenged, full retail price market.

Next month: Reaping Wargame Profits—Part II. Suggestions on merchandising games. ■

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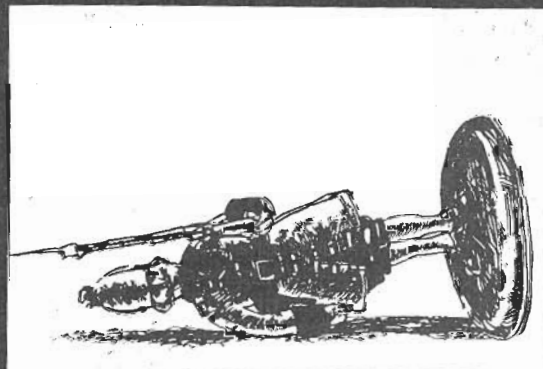
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25mm scale figure from the Ancients range. GA-4 is a casting of **Greek Hoplite** with ionic helmet and bell cuirass. Cast in 2 pieces, assembles easily. Sold in single quantities. 35¢ retail.



From the Asgard range in 25mm is a fantasy figure. FM-28 is a casting of **Drizzlehuger**, King of the Swamp Giants. Cast in 2 pieces, assembles easily. Sold in single quantities.



The Death Demon, FM-34, is a 25mm figure from the Fantasy Monsters range. Single piece casting, no assembly required. Sold in single quantities. **Circle RSC #310.** See ad page 110.

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(From left to right) is **#GH-1 Infantry Officer**, **#GH-7 Arab Slinger** and **#GH-8 Arab Spearman with Javelin**. All are single piece castings from 25mm Garrison Ghaznavid Turks range. Packaged in box with 10 per pack.



Collectors figure in 54mm scale from Sanderson Fantasy range. **#SSN** is casting of Evil Lord riding on palanquin carried by 4 slave girls. Cast in 8 pieces, some assembly required. Packaged in a box.



The Warrior Prince and Halfling, **#AB-50D** is from the Alan Biswell Fantasy range in 54mm. Cast in 5 pieces it assembles easily. No painting instructions are needed as it can be painted as desired. Packaged in box. **Circle RSC #337.** See ad page 102.

ARCHIVE MINIATURES



From the Dungeon Adventures range in 25mm is a fantasy figure. **#726** is casting of **Madame Star on Horseback**. Cast in 2 pieces; assembles easily. Packaged in a plastic bag with 1 per pack. \$2.49 retail.



The Dancing Orcs #542 are 25mm figures from the Middle Earth range. Single piece castings, no assembly required. Packaged in a plastic bag. **\$2.95 retail. Circle RSC #313.** See ad page 110.

GHQ



M4A1 Sherman Tank (Early) and **German Panzerjaeger IV (Long)**, both combat vehicles of WWII, are now available. Both are die-cast metal wargaming tanks in 1/285-scale, standard wargaming size. M4A1 Sherman duplicates in miniature 75mm gun, as well as hull-mounted and anti-aircraft machine guns. Both are detailed. Five 1/285-scale miniatures, \$3.75 retail. **Circle RSC #389.** See ad page 104.

HERITAGE MODELS



25mm scale figures from the Fantastiques range. #1056 is a set of castings known as **The Friends**. Shown are a few figures from this set. Packaged in a bubble pack with 6 per pack. \$3.95 retail.



From the Confederates range in 15mm are **Cavalrymen**. Set #6758 are castings of Rebel Cavalry with Shotguns, Pistols, Carbines or Swords. Packaged in a bubble pack. \$2.95 retail. **Circle**

BLACK WATCH



U.S. Army Dragoon Sergeant is now available in Signature Series. Is 90mm figure. Dragoons were noted for their non-regulation dress and unauthorized beards, both of which are evident in sculptured figure. Figure comes complete with history and painting guide. Black Watch, Dept. CM, Box 666, Van Nuys, CA 91408.

RSC #318.
See ad page 108.

RAL PARTHA

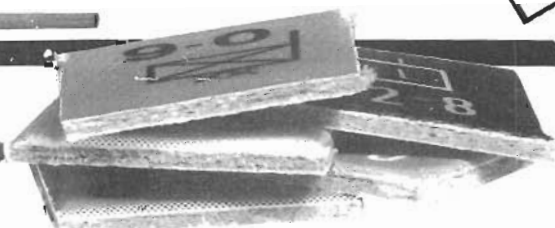


From American Civil War range in 15mm are infantry castings. AW-410 are figures of **Iron Brigade** firing. Single piece castings, no assembly is required. Packaged in a bubble pack with 20 per pack. \$3.50 retail.



Zouave attacking is AW-700. Single piece casting from 15mm American Civil War range. Packaged in a bubble pack with 20 per pack. \$3.50 retail. **Circle RSC #312.**
See ad page 106.

our army...their army



Our army has weight, and mass, and visual appeal. Their army's made of paper. Our army stands firm in action; their army can be knocked over with an unwary finger or a non-strategic sneeze. Our army can be identified quickly — their units get stacked under one another.

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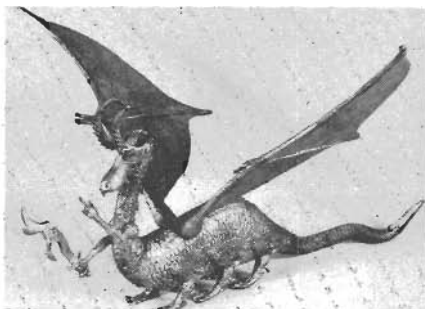
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25mm casting from the Empire of the Petal Throne (EPT) range. From the Non-Human Allies and Enemies is NH-5 **The Great Sro**, large dragon armed with a sword. Cast in 10 pieces, considerable assembly is required. Nicely detailed dragon that adds color to the wargame table. Packaged in a plastic bag with 1 per pack. \$17.00 retail.



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See ad page 106.

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Gen Con IX Dungeons is a fantasy gaming aid for the Dungeon Master refereeing a game of *Dungeons and Dragons*. Material used is an exact replica of the Tournament Dungeon that was used at Gen Con IX. Allows gamers who couldn't attend convention to see how they would have done. Excellent gaming aid that can be used for tournaments anywhere *Dungeons and Dragons* is played. \$3.50 retail. **Circle RSC #298.**
See ad page 110.

HIPPOCRENE BOOKS



The Spanish Civil War and **The Grenadier Guards** are two of the latest releases from the Osprey Men-at-Arms series. The Spanish Civil War book contains a short history of the fighting that took place from year to year. Included is a map, numerous sketches of badges and many photographs. 8 pages of color sketches are also included showing a wide variety of the uniforms that were worn. The Grenadier Guards is a short history of this famous British unit. Many sketches show the earlier uniforms with photos depicting the ones worn now. Also contains 8 pages of color sketches detailing some of the uniforms that this unit wore. \$5.95 retail each.

SQUADRON/SIGNAL



World War 2 Combat Uniforms and Insignia is a 104-page, soft back book dealing with this interesting subject. While not all uniform variations are covered, you are given an excellent look at a number of the types that were worn. Divided into 6 sections, each is devoted to a different country. Many photographs illustrate the various uniforms. 40 color sketches are also provided showing some of the camouflage techniques on uniforms.

GAME DESIGNERS

Operation Crusader is detailed historical boardgame simulation of campaigns in North Africa during May to November 1941. Tactical operational simulation, Covers fighting around the port city of Tobruk. Important part for both sides is that most of the desert fighting is centered around capture of this area. Special rules are provided for armour, supply and air units used in game. Interesting rule concept employed for the movement of land units used in scenarios. All rules are well written with many examples of play provided. Large game that is highly detailed, it accurately simulates the problems encountered with desert warfare. **Operation Crusader** could be recommended for those with intermediate background in boardgaming. Packaged in flat top box with five maps, ten sheets of die-cut counters, two rule booklets, charts and tables. \$29.95 retail. **Circle RSC #382.**
See ad page 98.

CHARLES SCRIBNERS



The Focke Wulf 190 At War is a 160 page, hard-bound book that studies this famous German aircraft. Illustrated are the various models produced and why changes were made. Written to fill in many unknown facts of this



M113 and **B-25 Mitchell in Action** are short pictorial histories of this equipment. Each is 49-pages long and contains numerous photographs illustrating the different versions of the equipment. Two pages of color sketches show the camouflage schemes used. Good books for the dioramist or modeller. \$3.95 retail each. **Circle RSC #320.**
See ad page 96.

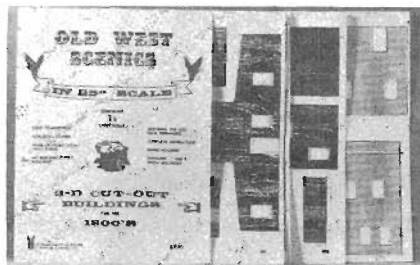
plane and to supplement many of the other books that have been written about it. Contains numerous photos and line drawings of this plane in action. Fine book for the modeller or dioramist. \$12.50 retail. Charles Scribners, Dept. CM, 597 Fifth Ave., New York, NY 10017.

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Welcome To Skull Tower is Volume 2 of the *Arduin Grimoire* saga. This is a fantasy world with unique characters and conditions. Booklet is compatible with Volume 1 and contains rule interpretations, new characters, spells and artifacts. Offers the fantasy gamers a unique type of game no matter what fantasy rules are being used. \$10.00 retail. **Circle RSC #297.**

See ad page 110.

TSR

The Dungeon Module D1, Descent into the Depths of the Earth, contains all background information for adventures using the Advanced Dungeons and Dragon game. Dungeon Master's aid containing map, charts and tables. First of three modules in series; all can be combined to form one large adventure. To be used only as aid with Dungeon Master being able to add some of his own ideas. Packaged in see-through plastic wrapper. \$4.98 retail. **Circle RSC #383.**

See ad page 105.

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The Next War is a boardgame simulation of a hypothetical war in Europe sometime in the future. Pits allied NATO forces against those of the Warsaw Pact. Players control the land, air and naval units of the side they choose. Large and complex game. Should be recommended to those experienced in boardgaming. Packaged in a box with 3 maps, 2400 die cut counters, rules, charts and tables. \$28.00 retail.



Atlantic Wall is a historical boardgame simulation of the Allied invasion of Normandy in June 1944. In Grand Tactical Scale, counters are provided depicting all of the units employed. Special rules are used to simulate the Parachute and Glider drops, Air and Naval Power, Unit Organization, and the initial invasion of the Allied forces. Five game maps and 2,000 die cut counters are provided. Large game, it should be recommended to experienced gamers. Packaged in over-sized bookcase box with maps, rules, die cut

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Hall of the Fire King, Dungeon Module G-3 is the final section of the G series of *Advanced Dungeons and Dragons* modules. Contained within is all the information a Dungeon master needs to referee. Complete dungeon by itself or can be combined with the other 2 G series Modules for one large dungeon adventure. Packaged in shrink wrapping with maps, explanations, and matrix keys for encounters, treasures and characters. \$4.98 retail. **Circle RSC #295.** See ad page 105.

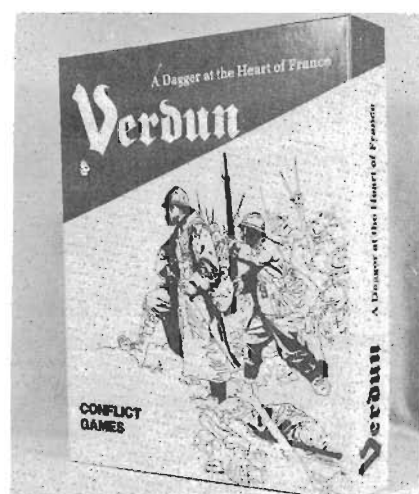
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USAF Medium Bomber Units and Fighter Units in Europe 1942 to 1945 are two soft-cover, 48 page books. Through the use of tables you are shown the types of planes that flew with that unit. Also provided are short histories of the units that are discussed. Color sketches of uniforms and planes are given as well as many photographs. Fine books for the wargamer, modeller or dioramist. \$5.95 retail each.

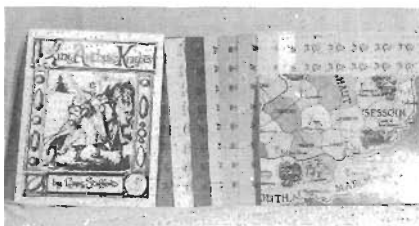
counters, charts and tables. \$28.00 retail. Simulations Publications, Dept. CM, 44 East 23rd St., N.Y., NY 10010.

GAME DESIGNERS



The battle for **Verdun** is a historical boardgame simulation of the first battle of the Marne that occurred in 1918. Some of the most vicious fighting of the first World War took place during this battle. Both sides made many mistakes and this simulation allows gamers to recreate this situation. It is a fairly simple game but should be recommended to gamers who have some experience. Packaged in a box complete with mounted map, rules and charts and tables. \$11.98 retail. **Circle RSC #287.** See ad page 98.

THE CHAOSIUM



King Arthur's Knights is a role playing boardgame based on the romantic Arthurian Age. This was the era when chivalry was at its height. Knights would go on quests for treasure or defend damsels in distress. Any number of gamers may play game. Well designed, colorful, it can be recommended for beginners or veterans. \$8.00 retail. **Circle RSC #288.** See ad page 110.

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Messerschmitt Bf109 At War is a detailed look at this famous WWII German Aircraft and the men that flew it. Through the use of numerous photographs and sketches you are shown the various models that saw production and are given the history of the aircraft from its inception. Examples are provided that show how this plane fared against its competitors.

GAME DESIGNERS

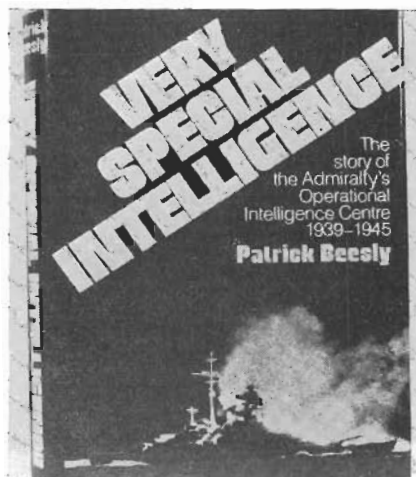


Indian Ocean Adventure is a historical boardgame simulation of the Japanese raids on Ceylon during WWII. An Air/Naval game with players searching for opposing Task Forces and attacking. Fairly simple game, it can be recommended to those with some experience in boardgaming. Packaged in a zip lock bag with map, die cut counters, rules, charts and tables. **Circle RSC #294.**

See ad page 98.

Good book for the modeller or dioramist wanting colorful information about the BF 109. \$12.50 retail.

DOUBLEDAY

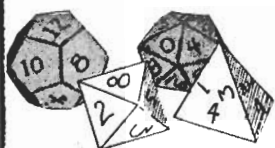


Very Special Intelligence is a hard backed book, covering the British Operational Intelligence Centre during WWII. Gives detailed information as to its beginning and the problems this section encountered getting accepted. Value of this type of Centre is pointed out in this book. Many examples of the work that this unit did are fully covered; strengths and weaknesses are pointed out with the result that this unit was a very important part of the war effort. An excellent book for the WWII enthusiast. \$10.00 retail.

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